

DSCP Subsistence

***Middle East Pre-Proposal
Conference***

SPM300-04-R-0323

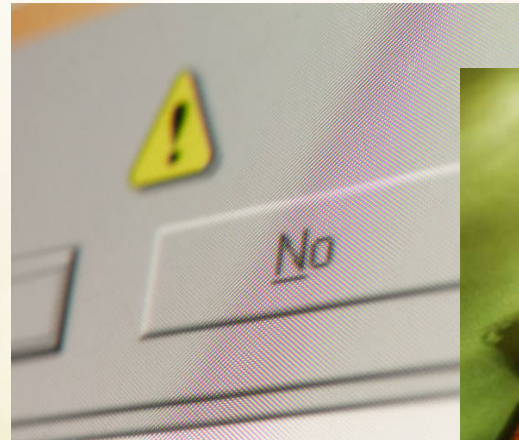
1 October 2004





Guidelines of Participation

- *Please hold all Questions to the End of the Presentation*
- *Please mute all Cell Phones and Pagers*
- *No Cameras, Video Taping or Recording Devices*
- *Please Sign-In*





AGENDA

- 🕒 *Statement of Work Review*
- 🕒 *“Contingency” Determination; Foreign Acquisition Regulation*
- 🕒 *Contractors on the Battlefield*
- 🕒 *Amendment 0001 & Submission Requirements*
- 🕒 *Review of Submitted Questions*
- 🕒 *Question & Answer Session*



TIMELINE

- 14 Jul 04 Synopsis
- 3 Sep 04 Issue Solicitation
- 30 Sep 04 Amend 0001 Issued
- 1 Oct 04 Pre-Proposal Conference
- 13 Oct 04 Projected Issue Date for Amend 0002
- 3 Nov 04 Closing
- 9 Feb 05 Award
- 3rd / 4th Qtr
FY 05 Implementation



Statement of Work Review

***Solicitation Language & Amendments
Supersede Pre-Proposal Conference
Discussions (page 4)***





Statement of Work Review

Best Value

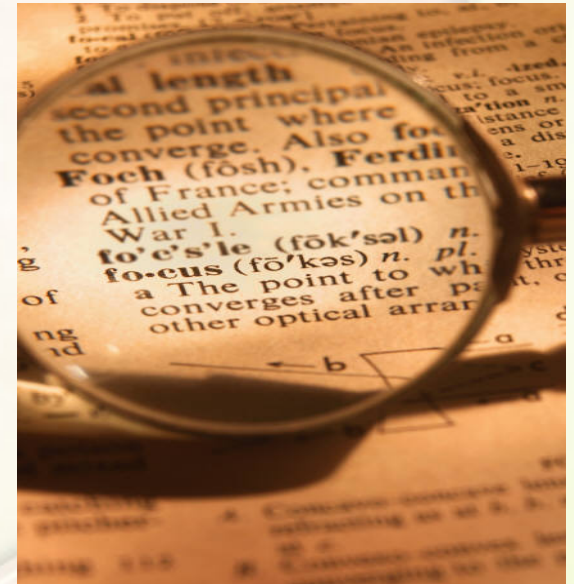
- *Technical Proposal* • *Business Proposal*
- *2 – 5 Awards (page 10)*
- *No Offeror will be awarded more than 3 Zones*
- *If the same Offeror is awarded Zone 1 & 3; they will not be eligible for the third award*
- *Mandatory Options (page 25)*
- *Options may be invoked early or concurrently*
- *Indefinite Quantity Contracts (IQCs)*
- *Offer as you wish – We will evaluate accordingly - 1 to 5 Zones*



Statement of Work Review

CORE ELEMENTS

- *Estimated Dollar Values (pages 11 & 12)*
- *Delivery Requirements (pages 37 thru 41; Amend 0001)*
- *Shelf Life Requirements (page 42)*
- *Ramp Up (pages 13 & 14)*
- *Deployment Zone (page 76)*
- *Back Up Support (pages 24 & 77)*
- *Product Sourcing (page 26)*





Statement of Work Review

Areas of Support Annual Est. Dollar Values

➤ Zone 1	Kuwait / Iraq	\$933,778,040
➤ Zone 2	UAE / Oman	\$42,050,050
➤ Zone 3	Afghanistan	\$145,242,624 (Amended)
➤ Zone 4	Bahrain, Qatar & Saudi Arabia	\$36,434,665
➤ Zone 5	Djibouti	\$13,203,875

All Zones \$1,170,709,254 (Amended)



Statement of Work Review

Delivery Requirements

- ***All Zones: 1 - 3 Times Per Week***
- ***Zone 1 & Zone 3: 6 days from order placement***
 - *For IZ; shipments depart SPV Facility 6 days from order placement*
- ***Zone 2:***
 - *Oman & Navy Ships Customers; 10 days from order placement*
 - *Al Dhafra Customers; Skip Day (48 hours)*
- ***Zone 4:***
 - *Eskan Village & Navy Ships Customers; 10 days from order placement*
 - *Qatar Customers; Skip Day (48 hours)*
- ***Zone 5: Skip Day (48 hours)***



(See Pages 33, 37 thru 41)



Statement of Work Review

Shelf-Life Requirements

- ***Freshest Product Available***
- ***Within Manufacturer's Original Shelf-Life Period***
- ***Land Based Customers (Including Zone 4 Minesweepers)***
 - ***Not < 30 days remaining***
- ***Navy Direct Ship Support***
 - ***Not < 60 days remaining***
- ***Navy Load Out Ships***
 - ***Not < 90 days remaining***
- ***No Extensions***

The Warfighter Deserves the Best!



Statement of Work Review

Contract Implementation (Ramp Up)

- *Award at least 180 days prior to expiration date of the incumbent contract*
- *Time Phased Transition Schedule during the Incumbent Contract's final 120 – 180 days*
- *Incumbent PV will remain principle source of support*
- *Ramp Down Schedule procedures identified*
- *Key Milestones;*
 - *30, 60 & 90 days prior to implementation*
- *Preparation for Contract Performance begins at time of award!*

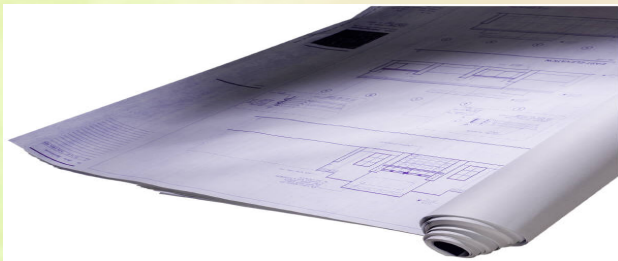
(See Page 13 and 14)



Statement of Work Review

Deployment Zones

- *Government may use more than one PV to support a Deployment Zone*
- *Troop Strength Unknown; Military Build Up; Unspecified Period of Time; No Less than 30 days notice*
- *Operational within 45 days*
- *Bi-Lateral Modification to the Contract; fees will be negotiated if necessary*
- *Zones include: Iran, Yemen, Pakistan, Lebanon Syria and All African Countries except Egypt, Libya, Morocco, Tunisia and Algeria*



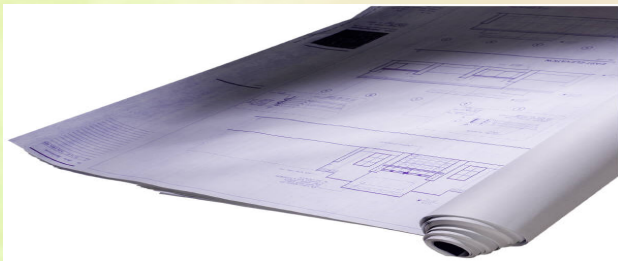
(See Page 76 and 77)



Statement of Work Review

Back Up Support

- *Awardee may become a supplier for other Prime Vendor Zone(s)*
- *Back Up Assignment to any or all customers in another zone; implemented by Bi-Lateral Modification to the Contract*
- *Distribution Fees will be negotiated if necessary*



(See Page 77)



Statement of Work Review

Product Sourcing Requirements

- *All product must originate from approved sources*
 - *Directory of Sanitarily Approved Food Establishments for Armed Forces Procurement*
 - *Europe & CENTCOM Directory of Sanitary Approved Food Establishments for Armed Forces Procurement*
 - *USDC Directory*
 - *USDA Directory*
- *Berry Amendment Compliance Required (if Contingency Designation is removed)*

More Info; Visit <http://vets.amedd.army.mil/dodvsa/index.html>



Foreign Acquisition Regulation

Acquisitions of Food In Support of Contingency Operations





Topics Covered

- ***Berry Amendment***
 - ***Exception***
- ***Buy American Act/Balance of Payments Program***
 - ***Applicability***
 - ***FSG 89***
 - ***Provision and Clause***
 - ***Contractor Certification***
 - ***Evaluation of Offers***



Berry Amendment Exception

- ***DFARS 225.7002-2(f)(1)***
(f) Acquisitions of food, specialty metals, or hand or measuring tools—
(1) In support of contingency operations
- ***Operations Enduring & Iraqi Freedom (OEF / OIF)***



Buy American Act/Balance of Payments Program

- *Buy American Act applies to contracts for the acquisition of supplies for use inside the United States.*
- *Balance of Payments Program applies to contracts for the acquisition of supplies for use outside the United States.*



Provision

- ***252.225-7000 Buy American Act--Balance of Payments Program Certificate.***
 - *As prescribed in 225.1101(1)*
 - *225.872-1 lists Qualifying countries*
 - *225.502(c)(i)(A) – only qualifying country end products are exempt from application of evaluation factor.*



Clause

- ***252.225-7001 Buy American Act and Balance of Payments Program.***
 - *As prescribed in 225.1101(2)*
 - *Defines “Domestic end product”, “Foreign end product”, “Qualifying country end product”.*
 - *Contractor **shall** deliver only domestic end products unless it certified otherwise in its offer.*



Evaluation of Offers

- *Balance of Payments applies.*
- *Trade Agreements does not apply to FSG 89.*
- *Best Value with technical factors and past performance significantly more important than cost or price.*
- *The solicitation specifies award on a group basis.*
- **225.503 Group Offers**
 - *I/A/W FAR 25.503*
 - *Evaluation procedures of 225.502*



CONTRACTORS ON THE BATTLEFIELD

***(Pages 48 thru 57)
Amendment 1***



RISK OF LOSS

- *Contractor bears all risk until title passes*
 - *Personal injury, death*
 - *Loss or damage of equipment*
 - *Employees, agents, subcontractors*
 - *During transportation*





252.225-70XX

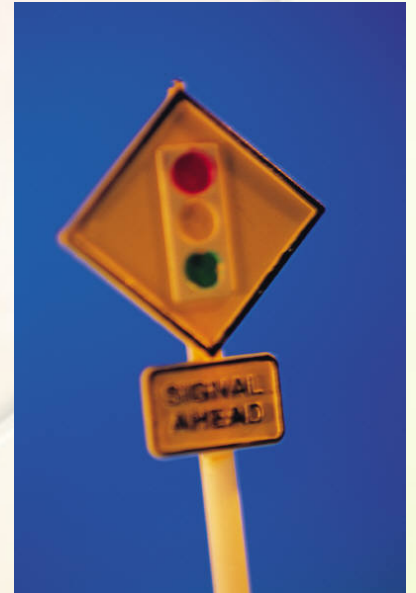
- *Latest version*
- *Application*
 - *Contingency operation*
 - *Humanitarian/Peacekeeping*
 - *Major Military Operations/Exercises*





CONTRACTORS ON THE BATTLEFIELD

- *Work in Dangerous/Austere Conditions*
- *Contractor Accepts the Risk*
- *Theater Support; Para 10 Additional Guidance*
- *Sources*
 - *DRAFT DOD Instruction (in process)*
 - *www.travel.state.gov*





What's DIFFERENT



- *Middle East solicited apart from Europe encompassing former SWA*
- *No Oral Proposals / Presentations*
- *No Initial Site Visits; a team may be sent to confirm an Offeror's proposal submission*
- *Price Proposal submitted electronically (page 105)*
 - *Electronic Spreadsheet must be requested; Contact Contracting Officer*
 - *Offer is expected in this format*
- *Technical Factors*
- *Deployment Zones*
- *Distribution Category Pricing*



What's NEW



- *Contingency Areas are the “New Normal”*
- *Berry Amendment Exception for Contingency Areas*
 - *DFARS 225.7002-2*
- *DFARS Clause for Contractors accompanying Deployed Forces (page 48 thru 55)*
- *Special Delivery Requirements (page 37)*
 - *Convoys*
 - *Special PV Personnel, i.e., TO's, Squad Leaders*



Amendment 0001

SPM300 04 R 0323

- △ Table of Contents & Attachments (pages 2 thru 10)***
- △ Government Preference Remains Domestic Product IAW Provision 252.225-7000 and DFARS Clause 252.225-7001***
 - △ Buy American Act and Balance of Payments Program Certificate (page 107)***
 - △ “Evaluation of the Market Basket on a group basis” (page 119)***
- △ DFARS Clause 252.225-70XX***
- △ Est. Annual Sales for Afghanistan & Zone 3 (page 12)***
- △ Est. Annual Sales for all Zones (page 12)***
- △ FF&V Estimate for Zone 3 (page 13)***
- △ Airlift Language (page 18)***



Amendment 0001

SPM300 04 R 0323

- △ Clarification for Zone Dollar Values (pages 24 & 25)***
- △ Est. Value & Guaranteed Min/Max Language and Percentage Values (pages 24 & 25)***
- △ Delivery Requirements / Order Changes & Substitutions (page 37)***
- △ “Anticipated Volume in Cases per Month” (page 46)***
- △ GFM Est. for All Zones... Per Month provided and reduction to Zone 3 (page 47)***
- △ Item Categories; Where the Government has not provided it's Unit of Issue, Supply your Company's Unit of Measure***



Amendment 0001

SPM300 04 R 0323

Δ Zone 1 – Land Based – Add Paragraph 7

Δ Average/recommended delivery times to the Hubs within the Iraq Zone are provided in order to aid vendors in estimating their transportation costs within the convoy system. Vehicles which are out of pocket for longer than 29 days will be considered lost:

Δ North of Scania 10 days

Δ Central 5 days

Δ South of Scania 4 days



Amendment 0002 & Closing Date

SPM300 04 R 0323

- ***Amendment 0002***
 - ***All Offerors receive equal access to information***
 - ***Will include Q&As and Pre-Proposal Conference Issues***
- ***Target Closing Date – 3 Nov 04***
 - ***Aggressive Competitive Range Determination***
 - ***Submit your best Proposal***





Submit Your Best Offer

- ✓ *Timeliness*
- ✓ *Amendments*
- ✓ *Negotiations Are Not Mandatory*
- ✓ *Tradeoffs*
- ✓ *Technical Capabilities*
- ✓ *Price*
- ✓ *Required Documentation*



Submission Requirements For Each Zone Offered

- *Three Volumes – Bind & Separate*
 - *Clearly Identify Each Volume*
 - *Address Evaluations Factors in the same Order as in the Solicitation*
 - *Title Each Factor*
 - *Pricing Data in Volume II only*
- *Volume I - Solicitation Documentation (One Copy) & Technical Proposal (Six Copies)*
 - *Evaluation Factors for Award (pages 90 thru 103)*
 - *Complete Solicitation*
 - *Complete All Clauses*
 - *SF1449 must contain original signatures*
 - *SF 30 Amendments; One copy for Each Zone Offered also must contain original signatures*

***Failure to Provide a
Comprehensive Technical, Price
or Socio Economic Proposal,
may render the Proposal
unacceptable and may lead to
rejection of the offer.***

(See Page 90 thru 106)



Submission Requirements (Continued)

- ***Volume II – Price Proposal (Two Copies)***
 - ***Complete, Realistic & Reasonable***
 - ***Electronic Spreadsheet***
 - ***Product Listing***
 - ***Schedule of Items***
 - ***US Currency \$\$\$***
- ***Volume III – Socio Economic (Two Copies)***

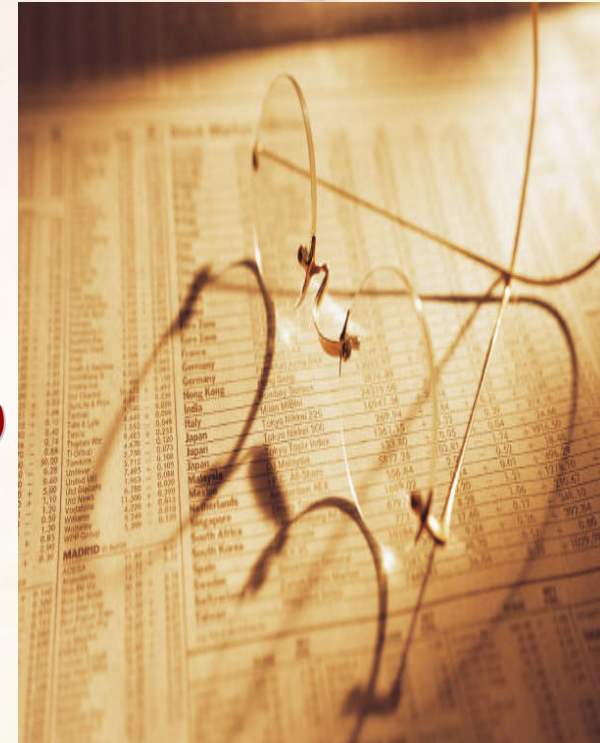
***Failure to Provide a
Comprehensive Technical,
Price or Socio Economic
Proposal, may render the
Proposal unacceptable and may
lead to rejection of the offer.***

(See Page 90 thru 106)



What's New During Contract Administration

- *18 Month Base Year*
 - *Two – One Year Options*
 - *Last Option will be 18 Months*
 - *Total still equals 5 years (60 months)*
 - *Maybe invoked early or concurrently (page 25)*
- *BSM Related Changes*
 - *Reconciliation Tool (page 80)*
 - *Fast Pay Procedures; currently Zone 1 only (page 80)*
 - *No Manual Invoices*





Acquisition POCs

- *Maryann DiMeo Contracting Officer 215-737-3726*
- *Cathie Sexton Contracting Officer 215-737-7134*
- *Linda Ford Contracting Officer 215-737-7804*
- *Gary Shifton Region Manager 215-737-3675*

Fax Numbers 215-737-7431 or 215-737-2161

**Email Addresses =
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